

To: Campbell, Judy
From: Snow, Robert
Posted: 4/20/98 12:10
Opened: 4/20/98 13:23
Subject: Doral June CTS Promotions

Judy,

The attached represents those retail accounts in the Boston Region being supplied by Buffalo DA's. As information, Joyce will transfer 1 case of each style for the Doral B4G1F (promotion # 800532) and 10 cases each brand style for the Doral B8G2F (promotion # 800541) and will pull from you based upon your templates.

As information, we will not be utilizing the Boston Region DAs to ship displays or POS for this promotion.

Should you have any questions, please advise.

Sincerely,
Bob Snow

CC: Doucette, Joyce

<u>To Boston</u> B4G1F 4 Cases	<u>To Buffalo</u> 1 Case	3 Cases to Boston
B4G1F <u>To Pitts</u> 13 Cases	<u>To Bfflo</u> 1 Case	<u>12 to Pitts</u>

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OUTSIDE REGIONS: 1110**PROMOTION #800532: DORAL BUY 4 PACKS GET 1 PACK FREE****RETAIL DISTRIBUTION DATE: 6/8/98****DIRECT ACCOUNT TO PLACE 'PRE-SLEEVED' UNITS INTO PROMOTIONAL SLEEVES AND SHIP TO RETAIL.****7 BRAND STYLES: DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100**

DISREP/REP/PRR/PRR ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN#	REG/PLATE	MAPS/BU/VA NAME	MAPS/BU/VA	CART/AS	VA/SPL	PERS/TYPE
162302 162325 48345 PAULINS, INC.	BANK STREET	NO BENNINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	932301	30	
162302 162325 623875 PAULINS GAS & STORE	HISTORIC 7A	SHAFTSBURY	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.		30	
162302 162325 636765 PAULINS INC.	HISTORIC RT 7A	ARLINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	934497	30	
163805 163820 643523 SALEM EXXON	135 S BROADWAY	SALEM	NH	5474-00-00	CS	503160	PINE STATE TOB.&CDY.		30	
										4
112805 112827 102745 COLONY FARMS	1127 MAIN ST	WORCESTER	MA	00-	CS	648240	TBI CORP	901256	30	
										1

*Cases**Cases*

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4/22/98ROU-B4G1.xls

OUTSIDE REGIONS: 1710**PROMOTION #800532: DORAL BUY 4 PACKS GET 1 PACK FREE****RETAIL DISTRIBUTION DATE: 6/8/98****DIRECT ACCOUNT TO PLACE 'PRE-SLEEVED' UNITS INTO PROMOTIONAL SLEEVES AND SHIP TO RETAIL.****7 BRAND STYLES: DORAL LT / DORAL LT 100 / DORAL FF 100 / DORAL LT MEN 100 / DORAL ULT LT 100 / DORAL BOX 100 / DORAL LT BOX 100**

SHIP TO RETAILER											
REPR/REP/IRP/IRP ACCOUNT NAME	ADDRESS	STATE	CRATE/CASES	SEGMENT	CLASS	W/VA/VA	W/PSPL	W/PSPL	CARTONS	PAPER	STYLE
162204 162228 396574 DANDY MINI MART #5	RR 1 BOX 63B	TOWANDA	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3275	30		
162206 162234 763572 TOTALLY TOBACCO	1706 ORISKANY ST W	UTICA	NY	3438-00-00	CS	276331	FLEMING CO./ALTOONA		30		
162606 162628 776606 CHOICE STORE 44056	195 E MAIN ST	BRADFORD	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		30		
162607 162627 747718 CHOICE STORE #44122	ROUTE 144	MILESBURG	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		30		
162607 162628 757617 CHOICE STORE #44070	215 PENNSYLVANIA AV	WARREN	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		30		
162607 162228 698700 DANDY MINI MART #22	RR 2 BOX 41B	MILLERTON	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3292	30		
162607 162228 759908 DANDY MINI MART #25	71 MAIN ST	LAWRENCEVILLE	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3295	30		
									7	CASES	
162204 162223 635914 SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		30		
162204 162223 674333 SMOKIN JOES	270 W ROOSEVELT HW	WAYMART	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		30		
162204 162223 705046 SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		30		
162204 162228 676785 SMOKIN JOES TOB SHOP	300 N ELMIRA ST	SAYRE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		30		
162209 162221 689353 SMOKIN JOES TOBACCO	751 MILFORD RD	EAST STROUDSBURG	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		30		
162607 162228 750649 SMOKIN JOE'S	140 EAST AVE	WELLSBORO	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		30		
									6	CASES	
173001 173022 844738 SMOKERS OUTLET M0374	302 E CENTRAL	TITUSVILLE	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1331	10		
173001 173020 168544 SMOKERS OUTLET M0149	7760 PEACH ST	ERIE	PA	0565-01-00	CS	649920	TRIPIFOODS INC.	1330	10		
173806 173820 183750 GRAND SMOKE SHOP	231 W MINE ST	HAZELTON	PA	00-	CS	761406	KLEIN CANDY	941229	10		
									1	CASES	

504 SMS504N1

SALES MATERIALS SYSTEM
ALLOCATION TRANSFER INQUIRY

05/05/98 14:21

FN

Item Number.....: 542195 DORAL CTS B4G1F DISPLAY KIT - 6/98

Optional: From Location: _____ To 16XXXX

Optional: Starting Date: _____ (YYMMDD) << Found 3 transfers >>

Amount From To Date ----- User Transferring Information -----

276 PROMO 16XXXX 03/02/98 855 WGDEC S WALL (336) 741-7517

6 67XXXX 16XXXX 04/21/98 S16 WSZ16 67XX S FURNESS (810) 377-4113

12 17XXXX 16XXXX 04/24/98 S16 WSAPC 17XX R VESCHIO (412) 257-9760

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Help

Retrn

Bkwd Frwd

Main

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504 SMS504N1

SALES MATERIALS SYSTEM
ALLOCATION TRANSFER INQUIRY

05/05/98 14:21

FN

Item Number.....: 542195 DORAL CTS B4G1F DISPLAY KIT - 6/98

Optional: From Location: 16XXXX To _____

Optional: Starting Date: _____ (YYMMDD) << Found 1 transfers >>

Amount From To Date ----- User Transferring Information -----

84 16XXXX 17XXXX 04/22/98 506 WSARK 16XX J CAMPBELL (716) 634-4179

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Help

Retrn

Bkwd Frwd

Main

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BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 17
 DATE: 98-04-20
 TIME: 08:35 AM

WHOLESLER : 375878 MCLANE NORTHEAST CORP. <DIRECT>
 TEMPLATE : 800541 80600 DOR JUN 26G2F
 TEMPLATE SEQ : 0914
 SALES LEVEL : 16XXXX

MC

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT	PHONE #
153208	133226	604562	HB98 STATION #26649	201 BROADWAY	DEPTHLEHREN	PA	18015	1	PEN	0353-0203	900167	(610)845-0509	
672405	664437	SAM'S CLUB	6291	G-4373 CORUNNA RD	FLINT	MI	48532	3		9501-0300		(810)230-6700	
672406	663995	SAM'S CLUB	6663	5417 BAY RD	SAGINAW	MI	48604	1		9501-0300		(517)793-5400	
673006	664430	SAM'S CLUB	6665	495 SUMMIT DR	WATERFORD	MI	48328	1		9501-0300		(248)738-5400	
673206	706438	SAM'S CLUB	6657	24800 HAGGERTY RD	FARMINGTON	MI	48335	1	MI	9501-0300		(248)473-8294	
673207	664432	SAM'S CLUB	6667	5450 CARPENTER RD	YPSILANTI	MI	48197	1		9501-0300		(313)434-1500	

1 Case

PAGE BREAK TOTAL ACCOUNTS

6 TOTAL QUANTITY

TEMPLATE TOTAL ACCOUNTS

6 TOTAL QUANTITY

8 X
 12 X Displays

B4G1F

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

03/19/98 02:14 PM

NEXT-FN :

SALES LEVEL: 16	BUFFALO REGIO	DORAL	DORAL	DOAL	DORAL	DORAL
PROMOTION	: 800532	LT	LT	100	MEN	ULT
PERIOD	: 806-00	B8G2F	100	B8G2F	LT	LT
		B8G2F			100	100
					B8G2F	B8G2F
	ALLOCATION:	46	46	46	46	46
SALES LEVEL	AVAILABLE :	46	46	46	46	46

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retrn

RIGHT Main

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TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

03/19/98 02:14 PM

NEXT-FN :

SALES LEVEL: 16	BUFFALO REGIO	DORAL	DORAL
PROMOTION	: 800532	BOX	LT
PERIOD	: 806-00	100	BOX
		B8G2F	100
			B8G2F
	ALLOCATION:	46	46
SALES LEVEL	AVAILABLE :	46	46

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Quit Retrn LEFT Main

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BPEN5SB2

WORKPLAN VAP TEMPLATE LISTING

 PAGE: 10
 DATE: 98-04-20
 TIME: 08:35 AM .

 WHOLESALER : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800532 80600 DOR JUN B4G1F
 TEMPLATE SEQ : 0912
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122104	542806	VIKISHA INC		451 - 453 ST PAUL	JERSEY CITY	NJ	07306	1				(201)222-0400
122201	122220	808953	SMOKER'S PARADISE	X-228 TUCKAHOE RD	YONKERS	NY	10710	1	3441-0000			
133204	133226	472685	BEAR SWAMP BEVERAGE	100 W MAIN ST	MACUNGIE	PA	18062	1				(610)966-2160
133204	133226	894045	TREON	1027 W BROAD ST	BETHLEHEM	PA	18018	1				(215)865-2921
133204	133221	806948	FAMILY CENTER	810 HAMILTON MALL	ALLENTOWN	PA	18101	1				(610)434-7344
133205	133229	540772	COLE TOBACCOLAND	213 HIGH STREET	POTTSSTOWN	PA	19464	1				(610)323-6060
133208	133226	505459	LU CO CUT RATE	247 NORTHAMPTON S	EASTON	PA	18042	1				(610)258-3561
133208	133226	604382	RIVERSIDE EXXON	158-160 SOUTH 3RD	EASTON	PA	18042	1				(610)253-5909
162209	162229	739242	TOBACCO ROAD V	FOUNTAIN SPRING P	TANNERSVILLE	PA	18372	6	4058-0000			(717)688-1075
162209	162229	646088	TOBACCO ROAD 111	RT 590	HAMLIN	PA	18427	6	4058-0000			(717)689-7525
162209	162229	687425	TOBACCO ROAD IV	ROUTE 940 MT POCO	MOUNT POCONO	PA	18344	6	4058-0000			(717)839-1838
162209	162223	469492	TOBACCO ROAD I INC	ALTIER PLAZA ROUT	MAYFIELD	PA	18433	6	4058-0000			(717)876-5023
162209	162227	584016	TOBACCO ROAD II INC	ALPINE PLAZA	HONESDALE	PA	18431	6	4058-0000			(717)253-0238
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CEN	MATAMORAS	PA	18336	6	4058-0000			(717)491-5301
173806	173820	183750	GRAND SMOKE SHOP	231 W MINE ST	HAZLETON	PA	18201	1				941229 (717)454-2202

PAGE BREAK TOTAL ACCOUNTS	15	TOTAL QUANTITY	45
TEMPLATE TOTAL ACCOUNTS	15	TOTAL QUANTITY	45

***** END OF REPORT FOR PROMOTION 800532 *****

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